

PAT BERLOWITZ

Premium and Promotion Coordinator

A. Help With/Administer Workplan

- a) Help build workplan book
- b) Transfer product

B. Coordinate VAP

- a) Request payment
- b) Maintain files

C. Implement promotions

- a) Order premiums and B1G1F

D. Coordinate POS and advertising

- a) Place orders
- b) Track orders when necessary
- c) Handle problems

E. Coupon Management

- a) Order coupons
- b) Receive in and post
- c) Problems

F. Maintain appropriate files

- a) Direct Accounts
- b) Chains
- c) VAP
- d) Coupon Redemption

WINSTON POINT OF SALE	COMM #	QTY.	NEW "DORAL TASTE" POS	COMM #	QTY.	TEMP. DISPLAYS	SKU/PK.	COMM #	QTY.
24" CARD	398092		16" PLG. MDSR. CARD	434452		20-30-40 PACK	BOX	198929	
RISER CARD	398103		DISPLAY CHANNEL STRIP	434463		LARGE DUMP BIN	BOX	171239	
DUMP BIN RISER CARD	398081		16" PKG. MDSR. TRANS.	434474		FLOOR BASE	BOX	393142	
SHELF STRIP	399192		24" PKG. MDSR. CARD	434486					
WINSTON STARBURST	417771		24" PK. MDSR. TRANS./PRICE	434496					
SALEM POINT OF SALE	COMM #	QTY.	19" CANOPY CARD	434507		P. P. D. COMPONENTS	SKU/PK.	COMM.#	QTY.
24" CARD	409698		19" CANOPY TRANSPARANCY	434618		15 PACK TRAYS	BOX	193679	
RISER CARD	409620		28" CANOPY TRANSPARANCY	434629		SIGN HOLDER	BOX	188144	
DUMP BIN RISER CARD	409609		24" ENHANCED CAN. TRANS.	434540		LARGE FRAME SIGN	BOX	179214	
SHELF STRIP	409653		36" ENHANCED CAN. TRANS.	434551		SMALL FRAME SIGN	BOX	182107	
PASTER	409631		LARGE PPD CARD	434562		BASE EXTENSION	BOX	177362	
CAMEL POINT OF SALE	COMM #	QTY.	EXT. LARGE PPD CARD	434573		TELESCOPE UPRIGHT	BOX	188136	
24" CARD	408707		DOUBLE SIDED SM. PPD CRD.	434584		SMALL CHANNEL HOLDER	BOX	395265	
RISER CARD	408696		LARGE PASTER	434596					
DUMP BIN RISER CARD	408686		SHELF STRIP	434606		WIRE PCD COMPONENTS	SKU/PK.	COMM.#	QTY.
SHELF STRIP	408718		LARGE SAV. CENTER CARD	434617		120 PACK WIRE DISP.	BOX	137901	
PASTER	409301		PPCD SIDE CARD	434628		ADJ. COUNTER STAND	BOX	165986	
MULTI BRAND POS	COMM #	QTY.	WOBLER W/PRICE AREA	434639		SPECIAL TOP SIGN	BOX	141804	
24" CARD	404483		DUMP BIN RISER CARD	434661		MOUNTING BRACKET	BOX	128619	
RISER CARD	404472		PREM. DISPLAY RISER CARD	434672					
DUMP BIN RISER CARD	404461								
SHELF STRIP	404505		CAMEL 2ND HALF '93 POS	COMM #	QTY.				
STERLING POS	COMM #	QTY.	RU 8 COL OPM TRANS	386630					
24" CARD	184725		RU 16" PK MERCH TRANS	386751					
RISER CARD	184692		RU 16" PK MERCH CARD	386619					
DUMP BIN RISER CARD	184703		RU 24" PK MERCH TRANS	386520					
SHELF STRIP	184714		RU 24" PK MERCH CARD	386608					
MAGNA POS	COMM #	QTY.	RU SMALL PPD CARD	386718		NAME:			
24" CARD	184989		RU LARGE PPD CARD	386586		DIVISION:	EMP #:		
RISER CARD	249042		RU G/M DISPLAY STRIP	386828		DATE:			
DUMP BIN RISER CARD	249063		RU DISPLAY CHANNEL STRIP	386817		***IDENTIFY A SHIP TO LOCATION BELOW***			
SHELF STRIP	249064		RU SHELF STRIP	386575		SIS ACCOUNT #			
MAGNA / STER. CHANNEL	380789		RU 19" CANOPY TRANS	386740					
DORAL "TAKSON NEWPORT"	COMM #	QTY.	RU 24" ENH CANOPY TRANS	386696		DIV./DIST.OFFICE #			
EXTENDED LARGE PPD	404109		RU 36" ENH CANOPY TRANS	386686					
EXTENDED SMALL PPD	404098		RU FLEX SIDE TRANS	386762		TERRITORY #			
STERLING "TAKSON NEWPORT"	COMM #	QTY.	RU SMALL SIDE CARD	386839					
EXTENDED LARGE PPD	382296		RU HORIZ D/F TRANS	386683		STORAGE SHED OR OTHER:			
EXTENDED SMALL PPD	382302								
STERLING "TAKSON D & H"	COMM #	QTY.	MONARCH "AFFORDABLE OVAL"	COMM #	QTY.				
EXTENDED LARGE PPD	382262		WOBLER	438978					
EXTENDED SMALL PPD	382263		DISPLAY CHANNEL STRIP	438602					
MISC. SAVINGS POS	COMM #	QTY.	24" PKG. MDSR. CARD	438613					
NEON STARBURST	247194		DBL. SIDED SM. PPD CARD	438624					
NEON STARBURST	247194		LARGE PPD CARD	438635					
LARGE STIKER/MONARCH	405902		DBL. SIDED 19" CANOPY CRD.	438646					
			DUMP BIN RISER CARD	438667					
LARGE STIKER/BEACON	395364		PREM. DISP. RISER CARD	438668					
SMALL STICKER/BEACON	395376		EX. LARGE PASTER (24"X35")	438679					
			B1G1F STARBURST	438690					
E'DAY LOW PRICE PK. STICK.	433409								
(BLUE OVAL STICKER)									

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ATTN: PAT BERKOWITZ

LIST OF SHIP TO POINTS											
NAME	TITLE	ACCT#	DIV#	TERR#	SHIP TO ADDRESS FOR COUPONS	SPECIAL HANDLING	LOCATOR CODE	SHIP TO ADDRESS FOR POINT OF SALE MATERIAL	SPECIAL HANDLING	LOCATOR CODE	
PHILADELPHIA REGION											
RENEHAN	JOHN P.	RSM	51183	1300	XX	N/A		N/A			
METZ	GAIL	AS	73094	1300	XX	N/A		N/A			
PHILADELPHIA OPERATIONS DIV.											
GOODMAN	MARK J.	ROM	53312	1310	XX	N/A		N/A			
BERKOWITZ	PATRICIA	AS	77924	1310	XX	N/A		N/A			
SCHMIDT	GERALDINE	AA	57638	1310	XX	N/A		N/A			
YOST	MARY	SFS	828837	1310	XX	N/A		N/A			
READING DIVISION											
GILOTTY	PAUL J.	DM	66065	1324	XX	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			
MILLER	STEVEN A.	T&D	56906	1324	XX	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			
HERLIHY	JAMES D.	SAM	71460	1324	XX	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			
BRANDT	Kevin E.	SR	77340	1324	3	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605	1324	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			
BUEHLER	Shirley	ASR	71990	1324	1	SECURITY SELF STORAGE UNIT 430, 1000 ROTHERSTOWN RD., LANCASTER, PA, 17601	INSIDE DEL. & CALL AHEAD 717-500-0308	132425	SECURITY SELF STORAGE UNIT 430, 1000 ROTHERSTOWN RD., LANCASTER, PA, 17601	INSIDE DEL. & CALL AHEAD 717-500-0308	
CAREY	STAN G.	ASR	40642	1324	11	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	132424	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
CUSSATT	Anthony B.	ASR	60504	1324	8	MILLER WHOLESALE, 17 N. PINE LANE, SUMMIT HILL, PA, 18250		132422	MILLER WHOLESALE, 17 N. PINE LANE, SUMMIT HILL, PA, 18250		
GALLAGHER	Edward M.	SR	77341	1324	5	MILLER DIST. 300 S. 4TH ST., ST. CLAIR, PA, 17970		132422	MILLER DIST. 300 S. 4TH ST., ST. CLAIR, PA, 17970		
GIVENS	Richard	ASR	65449	1324	2	SECURITY SELF STORAGE UNIT 430, 1000 ROTHERSTOWN RD., LANCASTER, PA, 17601	INSIDE DEL. & CALL AHEAD 717-500-0308	132425	SECURITY SELF STORAGE UNIT 430, 1000 ROTHERSTOWN RD., LANCASTER, PA, 17601	INSIDE DEL. & CALL AHEAD 717-500-0308	
KINNEY	WILLIAM	SSR	40559	1324	4	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		
MISOAVAGE	George	ASR	47450	1324	8	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	132424	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
PAGE	Cynthia	ASR	71282	1324	10	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	132428	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
RUSCZYK	John	ASR	55435	1324	12	MS MISTY BALLETT, 110 E. PENN ST., MUNCY, PA, 17750	INSIDE DEL. & CALL AHEAD 717-548-2743 DELIVER TO BARN IN REAR	132423	MS MISTY BALLETT, 110 E. PENN ST., MUNCY, PA, 17750	INSIDE DEL. & CALL AHEAD 717-548-2743 DELIVER TO BARN IN REAR	
SPADONI	Anthony	ASR	73189	1324	9	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA 18507		132424	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
WALSH	Myles B. Jr.	ASR	67051	1324	7	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA 18507		132421	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
KERR	GWEN A.	SRT	829430	1324	20	1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605			1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		
STOUDT	DIANA L.	SRT	827808	1324	20	MILLER DIST. 300 S. 4TH ST., ST. CLAIR, PA 17970		132421	MILLER DIST. 300 S. 4TH ST., ST. CLAIR, PA 17970		
SNYDER	T. E.	GSW	831318	1324	XX	N/A			1324 DIV. OFFICE, 280 CORPORATE DRIVE, READING, PA 19605		
MONAHAN	M.	GSW	810172	1324	XX	N/A			MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	
MULRAIN	L.	PS	825745	1324	XX	SHIP & POST COUPONS TO ASR M. WALSH, TERR 407	MEMO REP # 67051		A-1 SELF STORAGE UNIT 530, REEVES & MONAHAN AVES., DUFFMORE, PA, 18512		
OLENICK	M.	PS	625740	1324	XX	MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388		MONTAGE TOBACCO, 632 DAVIS ST., SCRANTON, PA, 18507	INSIDE DEL. & CALL AHEAD 717-342-3388	

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